



May 21, 2015

Jones, Lang, LaSalle (JLL)
ATTN: (b) (6) @am.jll.com
BPA GS-11P-14-YA-A-0010

RE: Request for Proposal #WPT-15-0049

Analysis of Washington DC Metro Real Estate Market Conditions – Impact on the Valuation of GSA Assets

U. S. General Services Administration (GSA) Real Property Utilization & Property Disposal Division (WPTZ), Washington, D.C.

Dear Sir or Madam:

GSA intends to issue one (1) Call Request under the BPA GS-11P-14-YA-A-0010 in accordance with the Federal Schedule Contract and the terms and conditions established under the BPA. Please submit your proposal for providing the professional real estate services to gather and examine current and projected market information/conditions for the Washington D.C. Metro Real Estate Market and the potential impact these conditions may have on the valuation of GSA's assets and the impacts on other proposed large-scale development projects in the DC Metro Area should GSA execute a disposition or exchange.

The work is to be performed according to the attached Scope of Work dated April 16, 2015.

Please submit your proposal electronically to me at : linda.spessato@gsa.gov

The proposals are due no later than 3:00 P.M. on Monday, June 2, 2015. Please note that only electronic proposals will be accepted.

If you have any questions concerning this RFP, please submit your questions electronically to linda.spessato@gsa.gov no later than 10:00 AM on Wednesday, May 27, 2015.

For additional information or concerns, please contact me at (202)205-5423 or (b) (6)

Cordially,

(b) (6)

Linda Spessato
Contract Specialist

Enclosures

U.S. GENERAL SERVICES ADMINISTRATION

OFFICE OF REAL PROPERTY UTILIZATION AND DISPOSAL REAL PROPERTY SALES AND SUPPORT SERVICES (RPSSS)

RPSSS Call Request for Quote Number: WPT-15-0049

Contractor's Name: Jones Lang LaSalle Americas, Inc.

Blanket Purchase Agreement (BPA) Number: GS-00P-14-CY-A-0008

GSA FABS FSS Contract Number: GS-23F-0289N

Date of Request for BPA Call Proposal: May 21, 2015

Response Date or Proposal Due Date: June 5, 2015 @ 3:00 PM ET

Title of the Statement of Work (SOW): Analysis of Washington DC Metro Real Estate Market Conditions'
Impact on the Valuation of GSA Assets

Volume II: Price Proposal

Prepared for:

Ms. Linda Spessato, Contract Specialist
U.S. General Services Administration
Office of Acquisition - Special Services Team WPHCD
Phone: 202.205.5423
Email: linda.spessato@gsa.gov

Prepared by:



Contact:

(b) (6)

Jones Lang LaSalle Americas, Inc.
1801 K Street NW, Suite 1000
Washington, DC 20006
Phone: 202.719.5613
Fax: 312.601.1153
Email: (b) (6) @am.jll.com

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used or disclosed – in whole or in part – for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offer as a result of – or in connection with – the submission of this data, the Government shall have the right to duplicate, use or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction is contained within the proposal and each page is marked accordingly.



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June 5, 2015

Ms. Linda Spessato, Contract Specialist
U.S. General Services Administration
Office of Acquisition - Special Services Team WPHCD
Via email: linda.spessato@gsa.gov

RE: Response to Request for Quotation (RFQ) Against BPA #GS-00P-14-CY-A-0008

Dear Ms. Spessato:

Jones Lang LaSalle Americas, Inc. is pleased to submit this transmittal letter to the U.S. General Services Administration (GSA) to perform the Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets. We would perform this work under the terms and conditions of our Real Property Sales and Support Services (RPSSS) Blanket Purchase Agreement (BPA) #GS-00P-14-CY-A-0008 and our Financial and Business Solutions (FABS) contract. We acknowledge receipt of the amendment issued on May 26, 2015.

Contractor's Name: Jones Lang LaSalle Americas, Inc.

Blanket Purchase Agreement (BPA) Number: GS-00P-14-CY-A-0008

GSA FABS FSS Contract Number: GS-23F-0289N

Date of Request for BPA Call Proposal: May 21, 2015

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Title of the Statement of Work (SOW): Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets

Point of Contact:

(b) (6)

Jones Lang LaSalle Americas, Inc.

Email: (b) (6) @am.jll.com

Phone: 202.719.5613

Fax: 312.601.1153

We appreciate the opportunity to respond to this BPA Call RFQ and look forward to working with you. I am an officer of the firm, authorized to negotiate and sign a binding contract with GSA.

Sincerely,

(b) (6)

Jones Lang LaSalle Americas, Inc.
Attachments



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Section I – Required RPSSS BPA Call Pricing Information

Contractor's Name: Jones Lang LaSalle Americas, Inc.

BPA Number: GS-00P-14-CY-A-0008

GSA FABS FSS Contract Number: GS-23F-0289N

Date of Request for BPA RFQ Proposal: May 21, 2015

Response Date or Proposal Due Date: June 5, 2015 @ 3:00 PM ET

Title of the Statement of Work (SOW): Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets

Supporting Documentation (if any): None

Labor Categories and/or pricing negotiated in the BPA:

Contractor Site Rates		Year 2
BPA Labor Categories	Contractor's GSA Schedule 520 Corresponding Labor Category	07/23/14-07/22/15
Program Manager	Program Manager	(b) (4)
Project Manager	Project Manager	
Senior Real Estate Specialist	Program Manager	
Real Estate Specialist	Financial Analyst (Senior)	
Senior Financial Analyst	Real Estate Specialist (Junior)	
Real Estate Broker	Real Estate Specialist (Junior)	
Real Estate Agent	Financial Analyst (Junior)	
Environmental Specialist	Financial Analyst (Junior)	
Valuation Specialist / Appraiser	Financial Analyst (Senior)	
Subject Matter Expert (III)	Real Estate Specialist (Senior)	
Technical Writer	Technical Writer	
Administrative Support	Administrative	

Subcontractor proposed for the requirement: None

Assumptions: Please reference Section II, Other Statements of the Offeror of this price proposal.

Necessary Backup Documentation or Attachments required (if any) for Proposal Evaluation: All key personnel resumes can be found in Volume I: Technical Proposal.

Point of Contact: (b) (6)
 Jones Lang LaSalle Americas, Inc.
 Email: (b) (6) @am.jll.com
 Phone: 202.719.5613; Fax: 312.601.1153

Section II – RPSSS BPA RFQ Price Quote

Our proposed quote is based on our labor categories/skill levels and rates in our approved RPSSS BPA contract (#GS-00P-14-CY-A-0008) referenced in Section I above. We provide a fixed-price level of effort quote to conduct all required services for this RPSSS BPA Call.

Our price quote is reasonable and reflects access to our leadership and the full range and depth of our team's real estate and financial expertise necessary to completely satisfy all requirements listed in the SOW. The proposed mix of labor categories and firm-fixed level of effort labor hour rates included in our price quote reflect JLL's extensive experience conducting real estate market condition analyses and.

We will leverage our previous work for GSA and other federal agencies, as well as private sector site selection clients, and have included these efficiencies in our price quote. Our technical and price proposals demonstrate our ability to reduce risk and increase GSA's confidence in our ability to successfully deliver high-quality services to assist GSA with providing an Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets.

Based on our experience performing these tasks, our price quote offers the lowest risk in terms of price per unit of value delivered, which is at the heart of the concept of the "best value" to the Government.

Firm Fixed Price for Services

The following table contains our total fixed-price level of effort quote by task. For each task, we note which labor categories will perform the work, the total number of projected hours, the associated BPA-approved hourly rates and the total prices.

Table 1: RPSSS BPA RFQ Firm Fixed Price Quote for Analysis of Washington DC Metro Real Estate Market Conditions' Impact on the Valuation of GSA Assets

Labor Categories	BPA Hourly Rate	Hours	Total
Program Manager	(b) (4)		
Project Manager			
Senior Real Estate Specialist			
Real Estate Specialist			
Senior Financial Analyst			
Real Estate Broker			
Real Estate Agent			
Environmental Specialist			
Valuation Specialist / Appraiser			
Subject Matter Expert (III)			
Technical Writer			
Administrative Support			
SUBTOTAL		176	\$24,523.77

Other Statements of the Offeror

Terms and Conditions

All terms and conditions stated in this offer shall become a part of any awarded task order.

Price Estimation, Fees and Expenses

The budget provided above represents our estimates of time based on similar engagements and an average occurrence of events. As such, JLL reserves the right to alter the level of effort among the labor hour categories, as required during contract performance, to ensure the most efficient use of JLL skills and knowledge based on the immediate program needs. This will not increase the Firm-Fixed Price offered.

The following assumptions apply to our estimate of hours:

1. The pricing above reflects the approach, clarification, and conditions included in this proposal (Volumes I and II), based on the requirements in the amended SOW issued May 26, 2015.
2. The overall estimated level of effort is based on GSA providing and making available all information and staff necessary to facilitate the preparation of the required deliverables.
3. GSA will provide information about the Federally-owned sites in order for the Contractor to conduct an analysis of the sites/parcels and associated features identified in the SOW. No site visits will be performed to collect the necessary data for the potential sites.
4. All changes or additional work requested of JLL, but not specifically stated in the SOW that impact the cost of performance or time required to accomplish the tasks and deliverables will require an equitable adjustment in hours and price, including, if necessary, performing such additional work on a time and material basis, per our BPA rates in effect at such time.
5. Per the SOW, five (5) hard copies of the final report will be provided as well as one electronic copy.
6. Market research will be limited to Office, Residential, and Retail product types and will be derived from JLL research and/or known third-party research sources.
7. The analysis of potential impacts on GSA real estate assets will be qualitative. The proposed pricing does not include a financial model to calculate impacts on value.
8. Per the SOW, pricing assumes three (3) weeks to conduct research and complete a draft report, and one (1) week to address final comments and questions.

Payment Provisions

JLL will invoice GSA upon submission of the deliverables.

Travel

No travel is expected for this task. In the event any travel is required, travel will be authorized in advance by the designated Contracting Officer's Representative (COR) and will be reimbursed in accordance with the Federal Travel Regulations (FTR).

Section III – Notice from GSA of Multiple Award Schedule

GSA is preparing to launch a single Multiple Award Schedule (MAS) that encompasses the professional services currently offered under multiple schedules, including two that JLL maintains: Schedule 520, Financial and Business Solutions (FABS) and Schedule 874, Mission Oriented Business Integrated Services (MOBIS). This initiative will enable Federal agencies to procure complete solutions to complex professional services requirements using one contract vehicle and eliminate the need to determine which professional services MAS is the best fit for a particular procurement.

To facilitate the launch of the Professional Services Schedule (PSS) contract, GSA is requiring all firms holding two or more contracts to "migrate" their existing Schedule contracts to GSA's Consolidated Schedule. The purpose of the migration action is to transfer currently awarded services, terms and conditions to a single Schedule contract. This migration will result in the assignment of a new contract number and five (5) year period of performance.

JLL has submitted its migration request to GSA. At this time, GSA anticipates completing all migrations by May 2015, however, that is dependent on when the migration packages are submitted by GSA's industry partners. We will work with GSA in determining the best course of action for changing the underlying MAS contract number to the new Consolidated Schedule contract number assigned to us.

Task Orders may be placed against existing BPAs until either the BPA or this contract expires, whichever occurs first. Task Orders can only be issued against existing BPAs. Each order has its own period of performance. Orders issued prior to, but not completed before the BPA ends shall be completed in accordance with FAR clause 52.216-22 INDEFINITE QUANTITY OCT 1995 (DEVIATION I—JAN 1994), paragraph (d) unless terminated by the ordering activity.

**Note: Paragraph (d) reads as follows: Any order issued during the effective period of this contract and not completed within that period shall be completed by the Contractor within the time specified in the order. The contract shall govern the Contractor's and Government's rights and obligations with respect to that order to the same extent as if the order were completed during the contract's effective period.*

GSA has a web page with Frequently Asked Questions (FAQs) for the Professional Services Schedule (PSS) at www.gsa.gov/psschedule where you can find the latest information on the Professional Services Schedule initiative. If you have any questions regarding GSA's Professional Services Schedule initiative, please contact Kathy Jocoy, PSS Project Manager at Kathy.jocoy@gsa.gov. If you have questions related to the migration process or acquisition issues, please contact Kim McFall, GSA Supervisory Contract Specialist, at Kimberly.mcfall@gsa.gov.